

Don't know, p. 10

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Telephone, Adelaide 3445.

27, MELINDA STREET,
TORONTO, ONT.,

Nov. 10th, 1913.

R. A. Falconer, M.A., LL.D.,
President of the University of Toronto,
Toronto, Ont.

Dear Sir:-

A matter which very closely affects the interest of the student body, and of the university generally has recently been the cause of some correspondence, and we think it proper that you should have, in brief form, our views in the case. The manager of the students book department, in a letter recently addressed to our London house - and we understand to other publishers - makes statements which reflect very seriously on our business methods and upon publishers generally. The burden of his complaint is that we have discriminated unjustly against the students book department in favor of the booksellers. While the house that I have the honor to represent recognize the students book department as serving a real purpose, they can not in a business way extend privileges and terms to that department beyond those enjoyed by booksellers generally throughout the country.

Most books used and purchased by the students in their courses of study are published as

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H. A. Falconer, Esq., 1.

text-books and as such the lowest possible price is fixed by the publishers, and speaking for our own firm, they do not look with favour on any considerable departure from these prices whether it be in the way of increase or otherwise.

The best interest of the student is served when the book he requires may be readily procured at any retail book store and in this class of course we include the students book department.

The claim made by the manager of the book department of the University of Toronto that he influences to a large degree the selection of books by professors in various faculties appears to us on the face of it ridiculous; and in claim any foundation in fact it would be all the more important that the publishers and retail booksellers be in a position to cooperate against what would then virtually be a monopoly.

It is scarcely necessary to point out that conditions in the book trade have within the past few years very materially changed in the city of Toronto. A number of the principal publishers both of Great Britain and of the United States are now represented here

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in Toronto - some of these houses carry large stock of all their publications which may be drawn upon at a moment's notice. This is a real advantage to all book buyers, students included, and has the effect of placing before the educationist a wide selection of the best books at most reasonable prices.

I have not touched upon the ethical side of the question, but I am sure that every member of the Faculty of the University of Toronto will agree that other things being equal, those publishers who have, at great risk and heavy expense, established houses in Canada, should receive a fair share of the support of the institutions of the country, and to receive this will constantly be the aim of the writer.

Yours very truly,

J. M. Dent & Sons, Ltd.,

per

H. Button
Manager

Copy.

Students Book Department,
Toronto University,
Toronto.

Messrs J. M. Dent & Sons,
London, England.

Dear Sirs,

During the past few years an increasing number of your publications especially the Everyman's Library has been introduced as texts book in this university. We were always able to purchase these books through the Methodist Book Room and retail them at 25¢ to the shilling, the same price as is charged by other retailers including the Department Stores.

Unfortunately at the present time your representative, Mr. Button, refuses to supply us any of your publications because we do not recognise his price of 30¢ to the shilling on Cambridge University Press publications. We have no complaint to make regarding our selling price of your books.

His action is causing us considerable inconvenience at the present time in trying to secure substitutes for your books which have already been recommended. Last year we introduced Bent's English Philosophers and Schools of Philosophy and sold over 1500 copies. This year we have only 12 copies in stock with no hope of securing in the regular way any further supply. His policy is causing very unfavorable comment among the members of our staff, many of whom are going so far as to refuse to recommend further any of your books.

as he
can now.

This is
not true.

any local
bookseller
could
supply.

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H. Button, Esq.,

November 15th, 1913

Manager, The J. M. Dent and Sons Co.,

27 Melinda Street, Toronto.

Dear Sir:

I have your letter enclosing correspondence of Mr. R. J. Hamilton, the manager of our students' book department, with the firm of J. M. Dent and Sons. Mr. Hamilton has also given me the correspondence which he had with you previously. The whole matter it seems to me resolves itself into the question as to whether you will supply books of the Cambridge Press to Mr. Hamilton to be retailed at a price that he may set less than thirty cents to the shilling. The whole purpose of the establishment of the Book Department, which has now been in existence for many years, is to enable the students to purchase their books at as low a price as they can be supplied to them. Naturally the extent of the sale depends upon the cost of the book, and the prescription of the book by the Professor will depend upon the facility of securing the book. For these reasons the University through its staff co-operates to the fullest extent with Mr. Hamilton, and the staff will expect that the large sale of books they make possible by recommending them should be met by reasonable concession on the part of the wholesale houses.

I am,

Yours sincerely,

President.